

Message Text

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PAGE 01 STATE 203091

61

ORIGIN EB-07

INFO OCT-01 EUR-12 ISO-00 COME-00 MC-02 /022 R

DRAFTED BY EB/ITP/EWT:AJREICHENBACH:ABA

APPROVED BY EB/ITP/EWT:RBWRIGHT

EUR/WE - EBEIGEL

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R 161821Z AUG 76

FM SECSTATE WASHDC

TO AMEMBASSY PARIS

C O N F I D E N T I A L STATE 203091

E.O. 11652;XGDS-1

TAGS:ESTC, FR

SUBJECT: EXPORT OF ADVANCED COMPUTERS TO FRANCE

1. IBM HAS REQUESTED ASSISTANCE IN DETERMINING THE CAUSE FOR DELAY IN ISSUANCE OF A LETTER OF ASSURANCE BY THE FRENCH MINISTRY OF FOREIGN AFFAIRS IN CONNECTION WITH THE PROPOSED SALE OF AN IBM 370/168 SYSTEM CT552 TO ASSURANCES GENERALES DE FRANCE.
 2. IBM CONTENDS THIS LETTER WAS REQUESTED ON MARCH 24, 1976 WITH DELIVERY OF THE-COMPUTER SCHEDULED FOR AUGUST 27, 1976 DELAY IN ISSUANCE OF THE LETTER CAUSES DISRUPTION IN THE DELIVERY SCHEDULE AND INCONVENIENCE FOR THE FIRM INVOLVED.
 3. THE EMBASSY IS REQUESTED TO INQUIRE INTO THE CAUSE FOR THE ALLEGED DELAY AND ASCERTAIN WHEN THE USG CAN ANTICIPATE RECEIPT OF THE NECESSARY LETTER.
 4. FYI: IBM HAS INFERRED THAT THE DELAY IN ISSUANCE OF THE LETTER IS TIED TO PRESSURE BEING PUT ON ASSURANCES GENERALES TO PURCHASE EQUIPMENT OTHER THAN THAT OF U.S. MANUFACTURE. IBM REPORTS THE INSURANCE COMPANY IS RESISTING THIS PRESSURE FROM THE GOF, MAINTAINING IT PREFERS THE IBM SYSTEM ALREADY
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PAGE 02 STATE 203091

ORDERED. THIS IS THE FIRST INSTANCE IN OUR RECOLLECTION,
WHEREBY WITHHOLDING THE LETTER OF ASSURANCE PURPORTEDLY
IS BEING USED FOR LEVERAGE IN A COMMERCIAL SALE INVOLVING
U.S. COMPUTERS. WE NOTE THAT NUMEROUS 370-168 SYSTEMS
HAVE BEEN APPROVED BY THE GOF FOR IMPORT INTO FRANCE. KISSINGER

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: SALES, STRATEGIC TRADE CONTROLS, COMPUTERS
Control Number: n/a
Copy: SINGLE
Draft Date: 16 AUG 1976
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: KelleyW0
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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Document Unique ID: 00
Drafter: AJREICHENBACH:ABA
Enclosure: n/a
Executive Order: X1
Errors: N/A
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Handling Restrictions: n/a
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Reference: n/a
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Review Authority: KelleyW0
Review Comment: n/a
Review Content Flags:
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Margaret P. Grafeld
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04 MAY 2006

Review Media Identifier:
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Review Release Date: n/a
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Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: EXPORT OF ADVANCED COMPUTERS TO FRANCE
TAGS: ESTC, FR, US, IBM
To: PARIS
Type: TE
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